



Stock code: 6237

Trade name: IWAKI CO.,LTD.

Company briefing materials

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I

Supplementary Information



Name of company	IWAKI CO., LTD. Professional and comprehensive manufacturer of Chemical pumps
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Establishment	April 10, 1956
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President	Shigeru Fujinaka
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Head office	2-6-6, Kanda Suda-cho, Chiyoda-ku, Tokyo
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Capital	1,044,691,100 yen
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Number of employees	1,112
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Business description	Development, production and sales of chemical pumps, various fluid control products etc.
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Listed exchange	Tokyo Stock Exchange Prime Market
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President Shigeru Fujinaka

Born on December 20, 1964

Birthplace : Saitama, Japan

【 Career 】

- 1989 Joined IWAKI
- 2006 General Manager of Planning and Promotion Department, Engineering Head Office
- 2007 Executive Director and General Manager of Corporate Planning Office
- 2008 Senior Executive Director
- 2009 President

The Iwaki Pledge

Our mission is to always be at the forefront of efforts to advance development in the global markets, industries and communities where we operate while building trust with, and contributing to the happiness of everyone we interact with.

Corporate Identity

The Heart of Industry

Chemical pumps...
The heart of industry

**A strong commitment to
contribute to industrial
progress**

1956

Established for sales of physical and chemical appliances

1959

Started to manufacture and sell chemical pumps



イワキ創業者 藤中義昭

1966 Established Tokyo plant (present System office) in Saitama

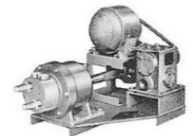
1974 Established Saitama plant in Sayama, Saitama

1977 Established Miharu plant in Miharu, Fukushima

1985 Established Iwaki Europe GmbH, a sales company, in Europe

1991 Established IWAKI WALCHEM CORPORATION, a sales company, in U.S.A.

2008 Acquired WALCHEM CORPORATION and changed the trade name to Iwaki America Incorporated



2016

Listed on the Second Section of the Tokyo Stock Exchange

2016 Dec. Acquired TechnoEcho Co., Ltd. and made it a subsidiary

2018 Established new technology center (in Iruma, Saitama)



2019

Moved to the First Section of the Tokyo Stock Exchange

2020 Iwaki Europe GmbH acquired the shares of IWAKI NORDIC A/S and made it a subsidiary

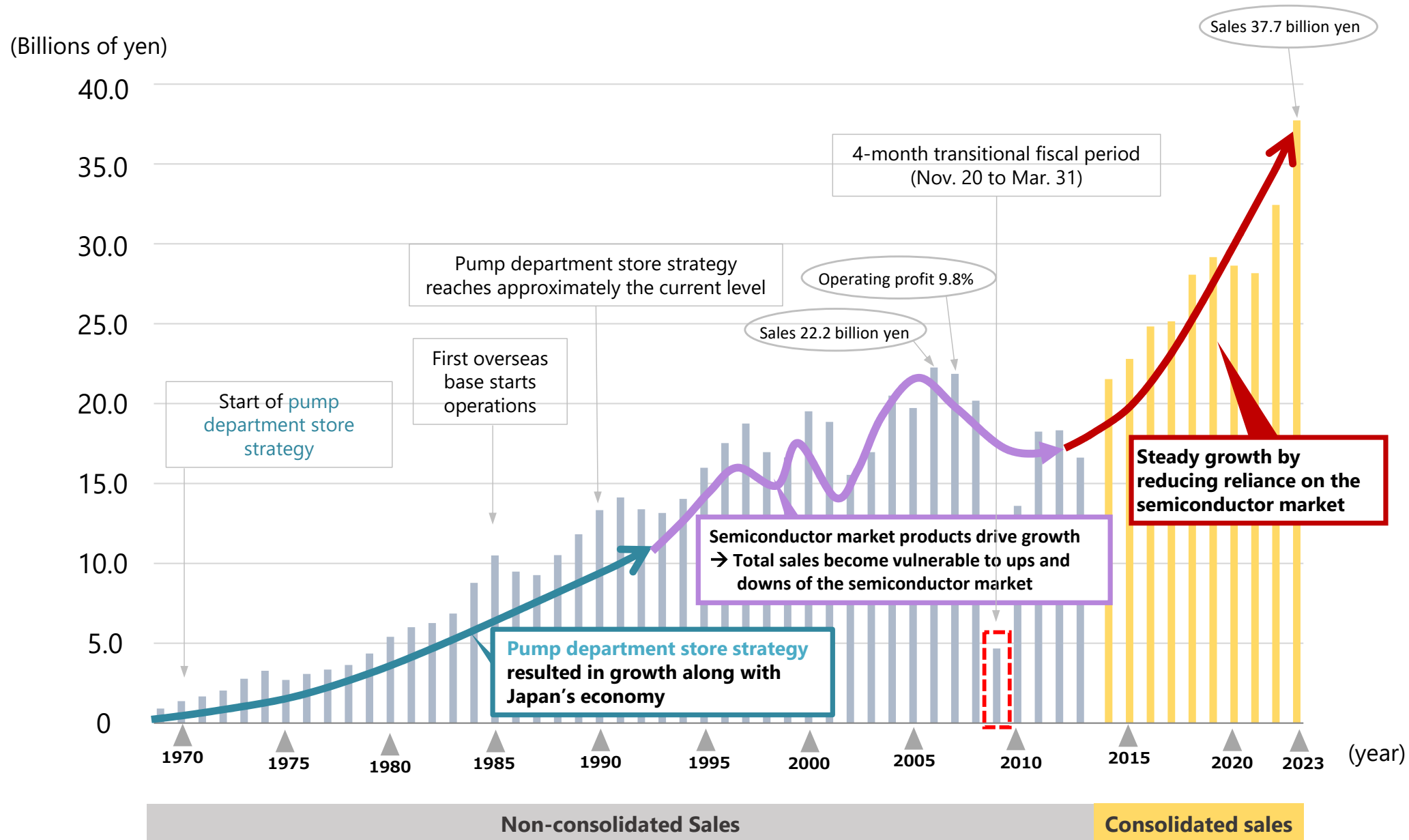
2021 Absorbed and merged TechnoEcho Co., Ltd.



2022

Moved to the Prime Market of the Tokyo Stock Exchange

2022 Sep. Acquired shares of Iwaki Pumps Co., Ltd. including its subsidiaries and Iwaki Pumps (Shanghai) Co., Ltd.



Chemical Pumps = Pumps used for transferring liquid chemical etc.



Unlike the pumps used for handling water, chemical pumps are mainly used for transferring liquid chemical etc. Since some are dangerous, harmful to human body, such as sulfuric acid etc.,



Very high safety is required
(in order to prevent liquid leakage)

Chemical pumps that play an active role behind the scenes

Technology



Pumps are used in the process of manufacturing semiconductors that are indispensable to digital devices such as smartphones, tablets, PC, digital home appliances, etc.

Medical field



Pumps are installed in artificial dialysis devices, biochemical analyzers. In that way, our pumps support the medical field.

Wind farm



At wind farms, pumps are used for circulating transformer cooling oil.

Tap water



At filtration plants, pumps are used for injecting chemicals in the process of water treatment. That helps people to be able to drink tap water at home without worries.

Foods



Pumps are used for transferring ketchup, mayonnaise, syrup, chocolate, etc. Also used for injecting liquid fertilizer in cultivation of vegetables or fruits.

Entertainment



Used at;
Aquariums to control the quality of water to keep the environment suitable for animals.
Swimming pools or spas to control the quality of water to help people to use without worries.
Theaters for circulating cooling water to protect cinema projectors.



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II

Our Strengths

1

Abundant product lineup to meet customers' requirements

2

Strong customer support backed by a global production, sales and support infrastructure

3

Ability to create solutions using fluid control functions centered on pumps

**Magnetic drive pumps, our core products,
we offer a variety of product series from ultra-small to
ultra-large to fit the customers' various applications**

Palm size

1 liter / min

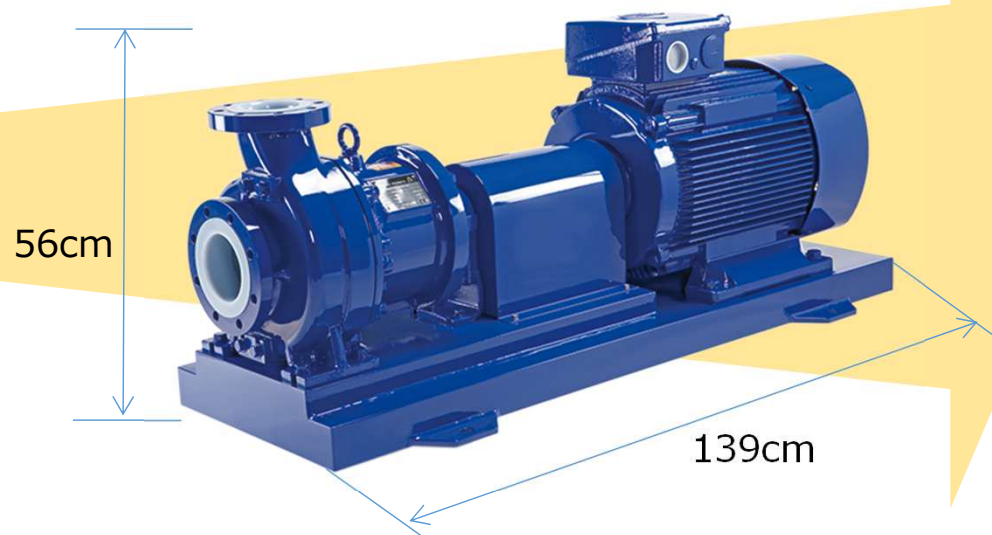
Direct drive pumps NRD series



World's largest class

5,000 liter / min

Magnetic drive pumps MDW series

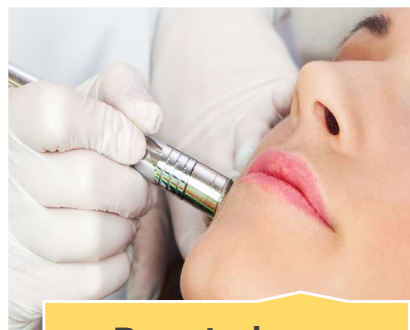


Small pump

= Installed in the customers' devices



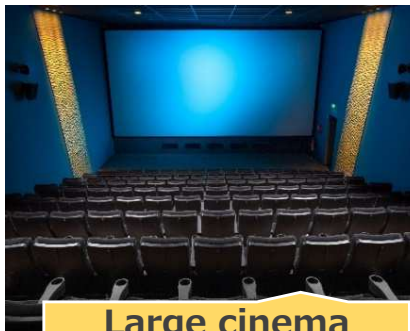
CT scanner



Beauty laser



Biochemical analyzer



Large cinema projector

Large pump

= Used at a plant, etc.

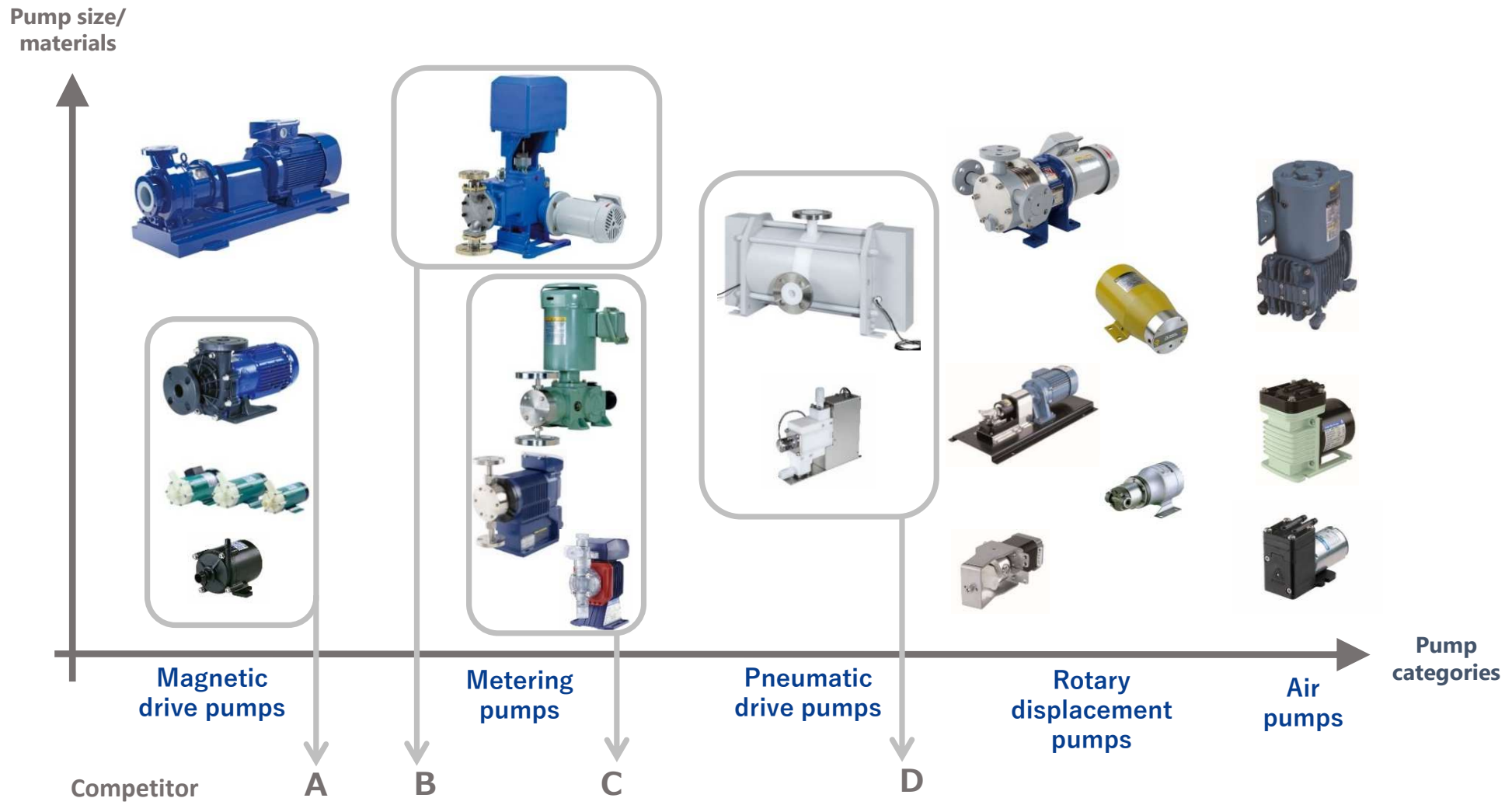


Chemical factory









Various plants

- More than 60 series, tens of thousands models of pumps.
- Provide pumps as **a one-stop service** in response to customers' desires.



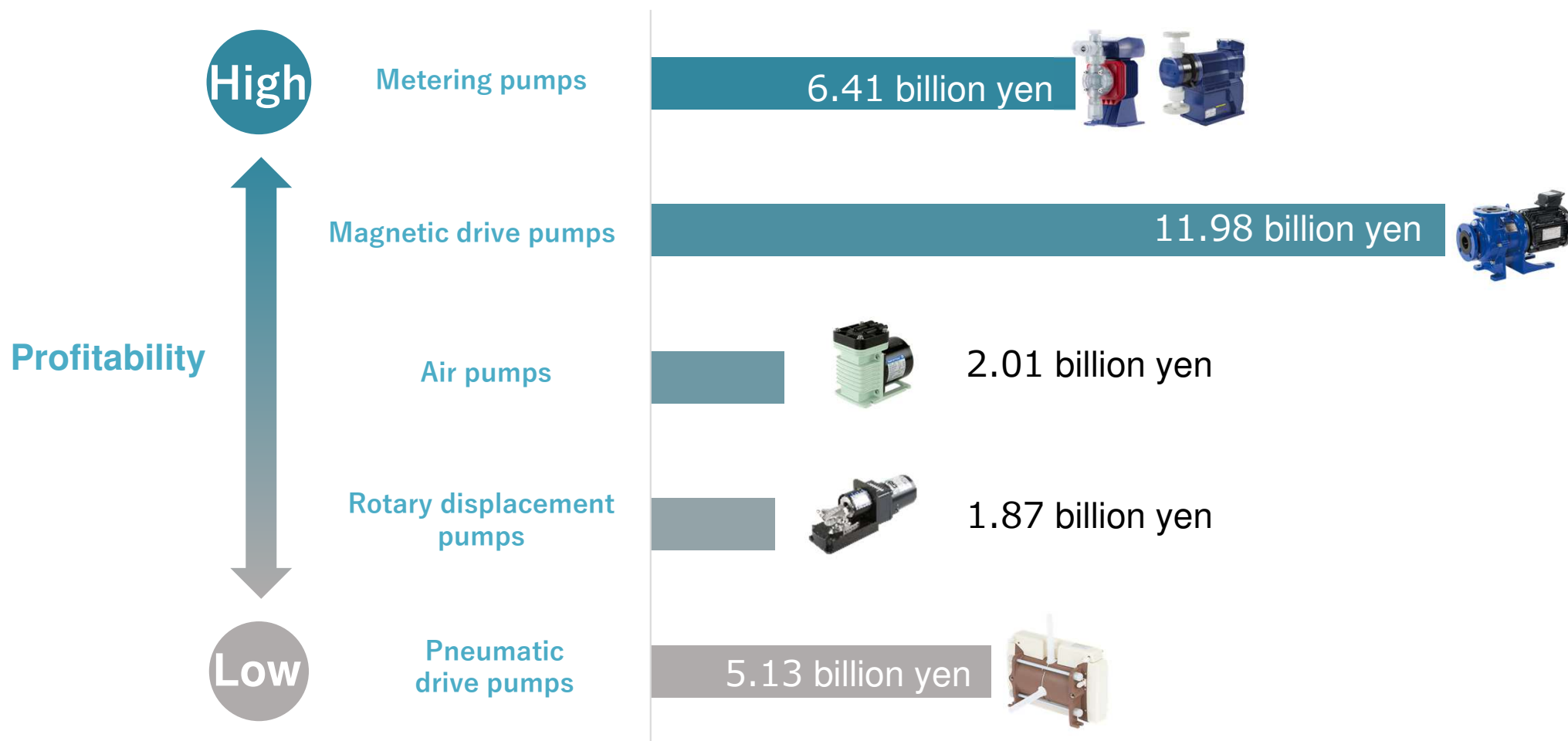
Multi-Market Sales is one of the advantages of our company.

Multi-Market Sales	Main pump applications	Magnetic drive pumps 	Metering pumps 	Pneumatic drive pump 	Rotary displacement pumps 	Air pumps 	System products 
Semiconductor / liquid crystal market	Semiconductor manufacturing equipment, etc.	●	○	●			○
Medical equipment market	Dialysis equipment, clinical analyzers, etc.	○	○		●	●	○
Surface treatment equipment market	Printed circuit board manufacturing equipment, electronic component manufacturing, etc.	●	○				○
Chemicals market	Chemical manufacturing, etc.	●	○		○		○
Water treatment market	Waterworks, wastewater treatment plants, cooling towers, etc.	○	●		○	○	○
New energy market	Renewable energy, secondary battery manufacturing, etc.	○	○		●		○
Others (Food, paper, others)	Food manufacturing, various cooling applications, etc.	○	○		●	○	○

※Filled circle: main pumps in each market

Sales scale of core products

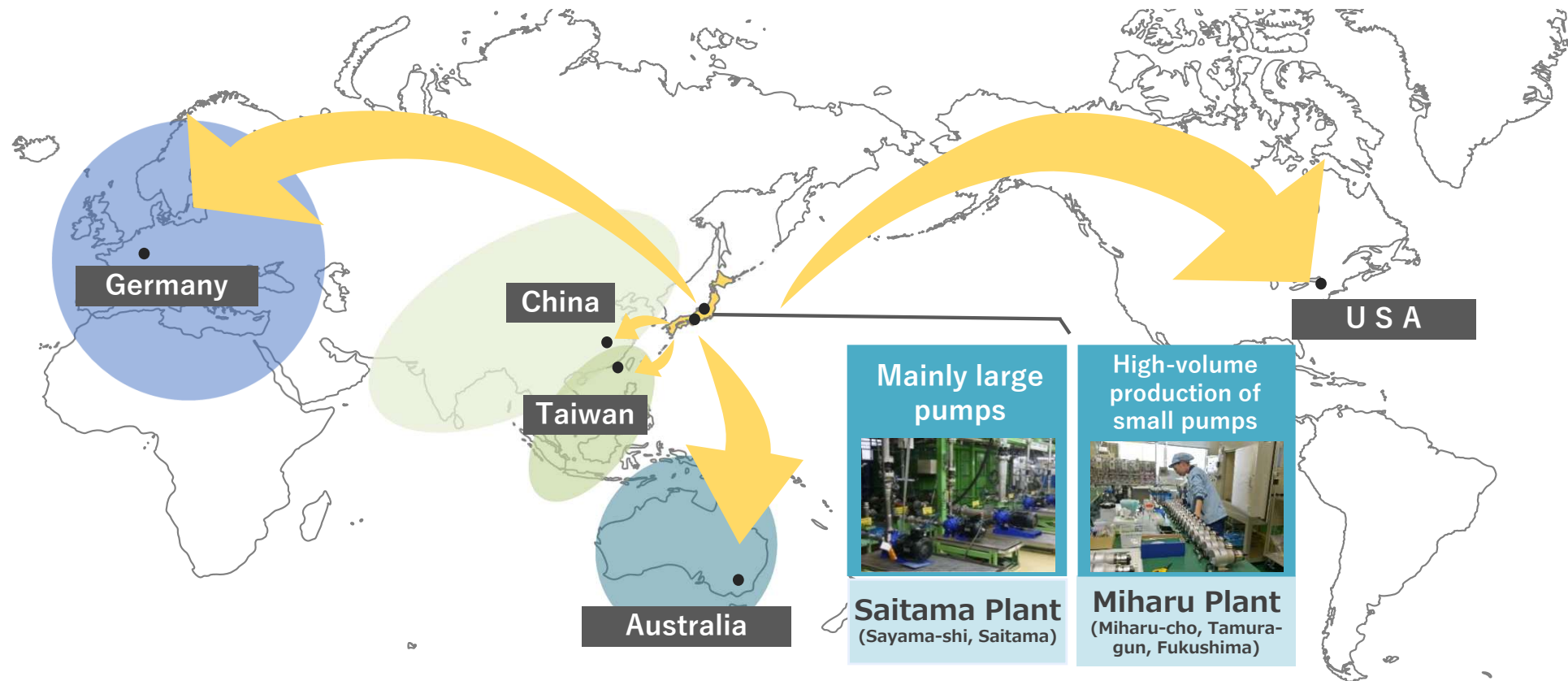
Sales (Results for the year ended in March 2023)

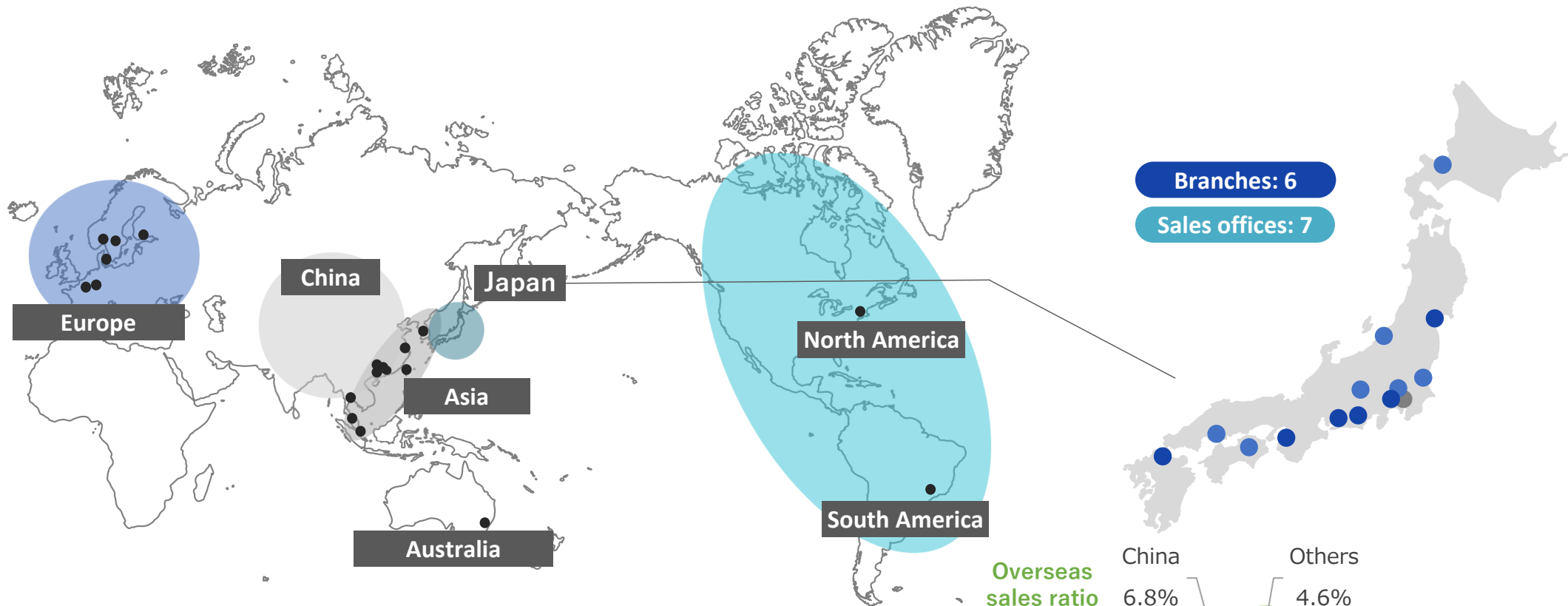


Annual capacity of around 800,000 units with the ability to produce many models in small quantities

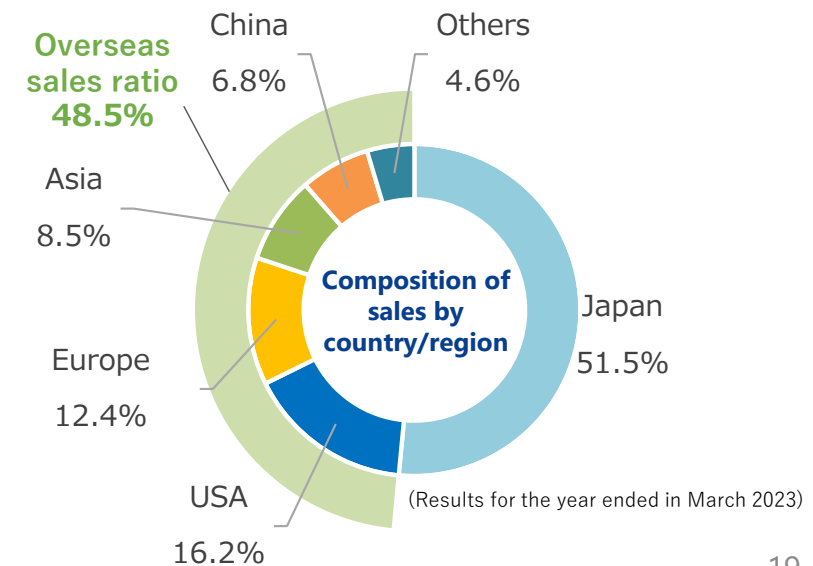
Japan: Two plants with efficient small-lot production of many models and highly reliable quality assurance systems

Overseas: Five locations manufacture pumps using main parts exported from our plants in Japan (knock-down manufacturing), resulting in efficiency for deliveries and inventories

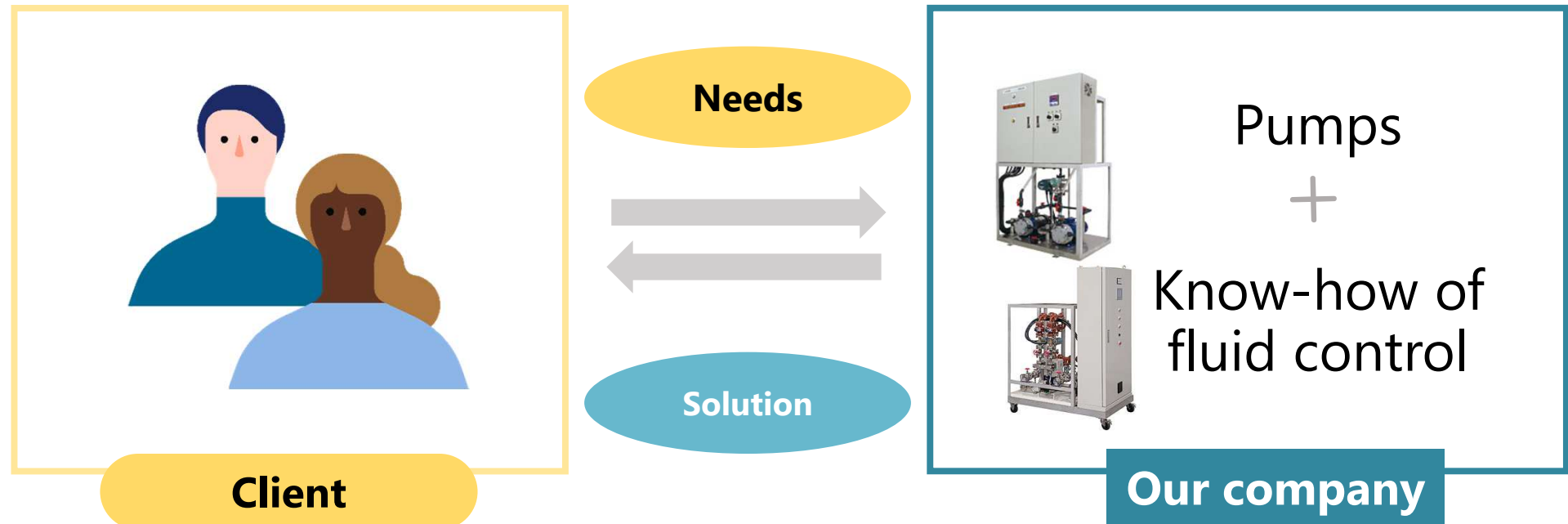




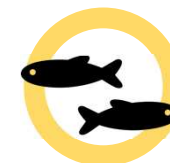
- In Japan, IWAKI serves customers from its head office, branches and sales offices in 13 cities nationwide.
- IWAKI has a worldwide sales and service network with 21 group companies in 15 countries.



We provide **solutions** that meets customers' **needs**
by providing pumps and leveraging our know-how of fluid control



Aquatic business



Experiments and research using mammals are difficult from an animal welfare perspective, and the maintenance and management costs of research mice and rats are high.

➡ **Aquatic organisms**, which have a similar DNA structure to mammals are beginning to attract attention

Needs

- The research does not progress as planned due to incidental works such as water quality management or inspection / adjustment of various devices.
- No experience in treating aquatic lives.

I want to do cost effective research.



Client

Solution

Pumps × Know-how of fish breeding

Developed **LABREED**

– water tank system for small fish



Our company

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III

O u r S t r a t e g i e s

For more information on "10-Year Vision", please refer to the latest "Financial Results Briefing Materials".

Please go to the below URL to see the
"Financial Results Briefing Materials".

<https://www.tokaitokyo.co.jp/japan-gateway/irshowbox/iwakupumps/>

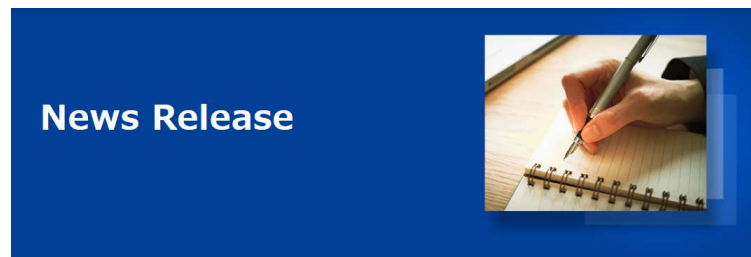
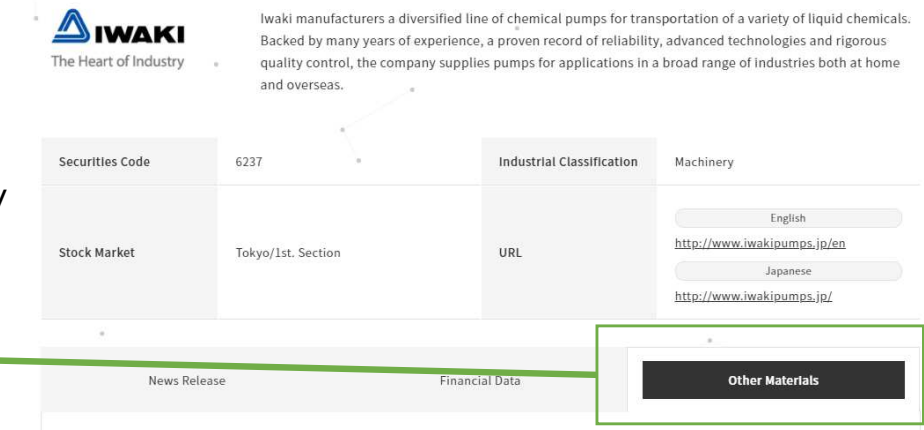
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Other Materials

or

<https://www.iwakupumps.jp/en/>

"News Release"



Basic policy

Dividend payout ratio:
more than 30%



Steady distribution of
dividends

For more information on "Return to Shareholders", please refer to the latest
"Financial Results Briefing Materials".



The Heart of Industry

We will always be at the forefront of efforts to advance development in the global markets, industries and communities where we operate while building trust with, and contributing to the happiness of everyone we interact with.

